

Message Text

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PAGE 01 LAGOS 09322 180833Z
ACTION COME-00

INFO OCT-01 AF-10 EUR-12 ISO-00 EB-08 /031 W
-----078844 180932Z /14

R 181940Z AUG 77
FM AMEMBASSY LAGOS
TO SECSTATE WASHDC 3009
INFO AMEMBASSY PARIS

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DEPT PASS USDOC(FOR BIC/OED/SIPS/STRAUSS LEON)

E.O. 11652: N/A
TAGS: BEXP, NI, FR
SUBJECT: FRENCH FIRM WINS MULTIMILLION DOLLAR NIGERIAN CEMENT AND
TRUCK CONTRACT; CHANCE MAY STILL EXIST FOR U.S. SUPPLIERS

1. FRENCH COMMERCIAL ATTACHE INFORMED EMBOFF AUGUST 17 THAT
FRENCH COMPANY, NICOLAS INTERMODAL TRANSPORT, 125 CHAMPS
ELYSEE, PARIS 75008, TELEPHONE 723-6177, SIGNED CONTRACT IN
JUNE WITH NIGERIAN NATIONAL SUPPLY CORPORATION FOR THE SUPPLY
OF DOLLARS 600 MILLION WORTH OF CEMENT AND TRUCKS TO NIGERIA.
CONTRACT INVOLVES 1,200,000 TONS CEMENT PER YEAR FOR NEXT
THREE YEARS, PLUS 800 TRACTORS AND 1,500 TRAILERS OF KIND
USED TO TRANSPORT CONTAINERS (CEMENT WILL BE SHIPPED IN
CONTAINERS).

2. FRENCH COMMERCIAL ATTACHE SAID NICOLAS IS A SMALL COMPANY
WHICH IS NOW TRYING TO
I) TOGETHER CONSORTIUM OF CEMENT
SUPPLIERS, MAINLY SPANISH, TO MEET CONTRACT. FIRM IS
ENCOUNTERING TROUBLE WITH INSURANCE OF DEAL THROUGH COFACE,
FRENCH VERSION OF EXIMBANK. REGARDING TRUCKS, INTERNATIONAL
TENDER WAS PUBLISHED COUPLE OF MONTHS AGO (NO SEEN HERE) AND,
ACCORDING FRENCH ATTACHE, ALL MAJOR TRUCK MANUFACTURERS WERE
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INFORMED. EMBOFF FAILED NOTICE NAMES ANY U.S. MANUFACTURERS
WHEN ATTACHE READ LIST RAPIDLY OVER TELEPHONE. ATTACHE UNAWARE
WHETHER ANY CLOSING DATE HAD BEEN SPECIFIED AND THOUGHT THERE
MIGHT STILL BE OPPORTUNITY FOR U.S. TRUCK MANUFACTURERS TO
RESPOND.

3. EMBASSY RECOMMENDS SIPS PASS THIS INFORMATION TO U.S. TRUCK

MANUFACTURERS WITH SUGGESTION THEY FOLLOW UP DIRECTLY WITH
NICOLAS IN PARIS IF THEY NOT ALREADY AWADE OF TENDER. ON HALF
A LOAF IS BETTER THAN NONE THEORY, ALSO RECOMMEND SIPS INFORM
U.S. CEMENT EXPORTERS AND SUGGEST THEY CONTACT NICOLAS ON
OUTSIDE CHANCE THAT DIFFICULTIES WITH COFAS INSURANCE OR
SPANISH SUPPLIERS MIGHT CREATE AN OPENING FOR U.S. SUPPLIERS
TO SUBCONTRACT FOR PART OF DEAL. AMONG FORMER, PLEASE INCLUDE
FRANK WRIGHT, MACK TRUCK INTERNATIONAL, ALLENTOWN, PA.,
TELEPHONE 439-3011. AMONG LATTER, PLEASE INCLUDE PHILIPP
BROTHERS DIVISION, ENGELHARD MINERALS AND CHEMICALS, 299 PARK
AVE., NEW YORK, TEL. 212-752-4000.
WYMAN

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NNN

Message Attributes

Automatic Decaptioning: X
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Sent Date: 18-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
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Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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